## FINANCIAL RESULTS

#### HALF-YEAR ENDED 31 DECEMBER

	2006	2007	2008	2009	2010
(\$ million unless indicated)					
Revenue from sales of goods or rendering of services	300.7	313.9	366.1	409.5	399.2
Other revenue and income	30.3	25.2	23.3	30.2	27.1
Revenue, gain and other income from discontinued operations	2.6	64.4	0.2	-	60.3
	333.6	403.5	389.6	439.7	486.6
Share of revenue derived from jointly controlled entities	85.4	91.3	101.6	115.2	113.6
Total revenue and other income*	419.0	494.8	491.2	554.9	600.2
Profit from continuing operations before individually significant items and income tax expense	43.3	49.3	62.2	79.4	60.9
Discontinued operations	11.2	67.3	0.2	4.7	62.3
Individually significant items	3.9	2.3	-	11.9	6.2
	15.1	69.6	0.2	16.6	68.5
Profit before income tax expense	58.4	118.9	62.4	96.0	129.4
Income tax expense from continuing operations	(8.5)	(14.4)	(15.2)	(19.8)	(18.4)
Income tax (expense)/benefit from discontinued operations	(0.2)	(26.4)	3.6	-	-
Profit after income tax expense	49.7	78.1	50.8	76.2	111.0
Basic earnings per share (cents)	39.0	60.9	37.2	54.4	69.7
Basic earnings per share from continuing operations (cents)	30.4	29.0	34.4	51.0	30.6
Interim dividend per ordinary share (cents)	10.0	11.0	11.0	14.0	14.0
Total tangible assets	819.9	752.8	838.1	938.7	1,027.5
Cash net of borrowings/(Borrowings net of cash)	(166.2)	(20.4)	(44.3)	(30.5)	105.6

\* To more fairly reflect the operations of the Group, revenue disclosed includes the Group's share of the sales revenue earned by jointly controlled entities.

### **HIGHLIGHTS**

TOTAL RI

AND OT

INCOME

650

580

510

440

370

300 06

\$1.0

TOTAL

1,100

1,000

900

800

700

600 06

**TANGIBI** 

ASSETS (\$

MI

9.59

00.2	\$111.0 MILLION
ILLION % INCREASE	45.5% INCREASE
EVENUE HER (\$M)	PROFIT AFTER INCOME TAX EXPENSE (SM)
	120
	100
	80
	60
	40
08 09 10	20 06 07 08 09 10
275	
27.5	14.0
	<b>14.0</b> CENTS
LLION INCREASE	CENTS
LLION	CENTS
LLION INCREASE E	CENTS INTERIM DIVIDEND (CENTS)
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#### ENTERTAINMENT www.eventcinemas.com.au www.eventcinemas.co.nz www.greaterunion.com.au www.birch.com.au EVENT NSW Bondi Junction, Sydney Campbelltown, Sydney Castle Hill, Svdnev Macquarie, Svdnev Parramatta, Sydney Sydney City, George Street Top Ryde, Sydney SA Marion, Adelaide WA Innaloo, Perth 010 Chermside, Brisbane Indooroopilly, Brisbane Robina, Gold Coast NFW 7FAI AND Albany, Auckland Highland Park, Auckland Manukau, Auckland Newmarket, Auckland Queen Street, Auckland St Lukes, Auckland Westcity, Auckland Westgate, Auckland Center Place, Hamilton Chartwell, Hamilton New Plymouth Embassy, Wellington Queensgate, Wellington Whangerei Rialto, Auckland Rialto, Christchurch Rialto, Dunedin FIJI Lautoka Suva **GREATER UNION** ACT Manuka, Canberra NSW Burwood, Svdnev Glendale, Newcastle Hornsby, Sydney Hurstville, Sydney Liverpool, Sydney Miranda, Sydney Newcastle Shellharbour Tuggerah, Central Coast Wollongong Blacktown Drive-In, Svdnev SA Arndale, Adelaide VIC Melbourne City \٨/Δ Morley, Perth

#### **LOCATIONS BIRCH CARROLL & COYLE** NSW Coffs Harbour Lismore NT Casuarina Darwin City QLD Australia Fair, Gold Coast Brisbane City Myer Centre, Brisbane Browns Plains, Brisbane Cairns Central Cairns Citv Capalaba, Brisbane Carindale, Brisbane Coolangatta, Gold Coast Farlville Cairns Garden City, Brisbane lpswich City Mackay City Mt Pleasant, Mackay Maroochydore, Sunshine Coast Moravfield, Brisbane Pacific Fair, Gold Coast North Rockhampton Strathpine, Brisbane Toowoomba Grand Central Toowoomba Strand Townsville City OTHER Beverly Hills Cinemas (NSW) Cronulla Cinemas (NSW) Noosa Cinemas (QLD) CINESTAR Germany United Arab Emirates www.cinestarcinemas.com www.cinestar.de STATE THEATRE Sydney, NSW www.statetheatre.com.au ENTERTAINMENT TECHNOLOGY EDGE DIGITAL TECHNOLOGY Sydney, NSW Melbourne, VIC Adelaide, SA Brisbane, OI D Perth, WA Auckland, NZ www.edgedigitaltechnology. com.au FILMLAB Svdney, NSW www.filmlab.com.au **HOSPITALITY &** LEISURE **RYDGES HOTELS & RESORTS** www.rydges.com Rydges Central Reservations Toll Free 1300 857 922

AUSTRALIA Rydges South Park, Adelaide Rydges South Bank, Brisbane Rydges Tradewinds, Cairns Rydges Esplanade Resort, Cairns Rydges Plaza, Cairns Rvdges Oasis Resort, Caloundra Rydges Capital Hill, Canberra Rydges Lakeside, Canberra Rydges Eagle Hawk Resort, Canberra Rvdges Hobart Rvdaes Melbourne Rydges North Melbourne Rydges Bell City, Preston, Melbourne Rydges on Swanston, Melbourne Rydges Kalgoorlie Rydges Perth Rydges Gladstone Rydges Sabaya Resort, Port Douglas Rydges Southbank Townsville Rydges Bankstown, Sydney Rydges Campbelltown, Sydney Rydges Camperdown, Sydney Rydges Cronulla, Sydney Rydges North Sydney Rvdges Parramatta, Svdnev Rydges World Square, Sydney Rydges Port Macquarie Rydges Wollongong QT Gold Coast, Surfers Paradise Capricorn International Resort. Yennoon Capital Square Hotel, Sydney Art Series (The Blackman), Melbourne Art Series (The Cullen), Melbourne Art Series (The Olsen), Melbourne NEW ZEALAND Rvdges Auckland Rydges Christchurch Rydges Lakeland Resort, Queenstown Rydges Rotorua UNITED ARAB EMIRATES Rydges Plaza Dubai UNITED KINGDOM Rydges Kensington Plaza, London THREDBO ALPINE RESORT Thredbo, NSW www.thredbo.com.au FEATHERDALE WILDLIFE PARK Doonside, NSW www.featherdale.com.au AHL CORPORATE 49 Market Street Sydney, NSW 2000 Phone (02) 9373 6600 www.ahl.com.au

# **2010** Amalgamated Holdings Limited HALF-YEAR REPORT



### **OVERVIEW**

AHL IS ONE OF AUSTRALIA'S PREMIER ENTERTAINMENT, HOSPITALITY, AND TOURISM & LEISURE COMPANIES. **ITS THREE MAIN OPERATING DIVISIONS** ARE ENTERTAINMENT, ENTERTAINMENT TECHNOLOGY, AND HOSPITALITY & LEISURE.

Net profit after tax was \$110,924,000, an increase of 45.5% on the previous comparable half-year period. The increase in net profit was primarily attributable to a profit of \$60,318,000 booked on the sale of the Group's 49% interest in the cinema business located in the United Arab Emirates.

The normalised result was \$44,268,000, a decrease of 26,4% on the previous comparable half-year period. The decline in normalised profit was mostly attributable to the Cinema Exhibition business which was affected by the relatively soft film line-up over the traditionally strong Christmas holiday trading period. Hotels and Thredbo achieved solid growth over the previous comparable half-year period.

#### DIVIDEND

Directors have declared a fully franked interim dividend of 14 cents per share.

Individually significant items included the following:	31 Dec 2010 \$'000	31 Dec 2009 \$'000
Profit on sale of interest in MAF Greater Union LLC	60,318	
Valuation increment recognised on the property development site in Canberra	2,251	9,300
Profit on the sale of land lots from the Bass Hill development land bank	3,998	2,604
Total individually significant items before income tax expense	66,567	11,904

# **REVIEW OF OPERATIONS** BY DIVISION

BIRCH

CARROLL

**E COYLE** 

GREATER

UNION

RYDGES

HOTELS•RESORTS

THREDBO

FÉATHERDALE

#### ENTERTAINMENT

CINEMA EXHIBITION AUSTRALIA The normalised profit before interest and income tax expense was \$20,227,000, a decrease of 14.1% on the prior comparable half-year period.

Domestic Exhibition experienced a weaker halfyear period recording a 1.3% decrease in Box Office. This decline in Box Office was the result of a disappointing Christmas trading period, with total Box Office for December down on the prior comparable half-year period by 18.8%.

The half-year result was underpinned by two titles, Harry Potter and the Deathly Hollows and Inception, which both achieved in excess of \$35 million at the Australian Box Office. Other major contributors included The Twilight Saga: Eclipse and Tov Story 3 both achieving in excess of \$30 million during the period. Despicable Me achieved in excess of \$20 million.

During the half-year period the Group continued to expand its 3D digital footprint significantly and capitalised on the increasing number of titles released in 3D. Over the six-month period 49 additional 3D projectors were installed over the circuit taking the total amount of projectors to 164. This is the largest deployment of any exhibitor within Australia.

Merchandising revenue continued to grow with a 5.1% improvement in revenue per admission over the prior comparable half-year period. This growth was driven by the continued rollout of the successful self serve Scoop Alley candy bar concept and the ongoing success of the Gold Class cinema experience.

During the six-month period the Group opened a new eight-screen cinema at the Top Ryde City shopping complex in north western Sydney. The development is an Event Cinema and includes one Vmax screen and seven traditional auditoriums. The Group also completed the purchase of the Moonlight Cinema business for \$1,750,000. Moonlight Cinema operates an outdoor cinema business across five sites, located in Sydney, Melbourne, Adelaide, Brisbane and Perth.

The contribution for the Group's 50% interest in the Village managed circuit in Victoria decreased by 3.0% over the comparable half-year period. This downturn was due largely to the soft film line-up over the Christmas period.

#### CINEMA EXHIBITION NEW ZEALAND

The normalised profit before interest and income tax expense was \$1,037,000 for the half-year to 31 December 2010. The Cinema Exhibition New Zealand business was acquired in February 2010 and, as a result, there are no comparable reported profit results.

The New Zealand business, which also includes the Fiji Cinema Joint Venture (66.67% share in two cinemas), experienced a difficult half-year period with Box Office down 11.1%. The majority of the decline was experienced over the traditionally busy December month, which was down 37.5% over the prior comparable period.

The Box Office result for the period was predominately driven by strong performances from Inception which grossed in excess of NZ\$6 million at the New Zealand Box Office, as well as Toy Story 3, Harry Potter and the Deathly Hollows and The Twilight Saga: Eclipse, all of which grossed in excess of NZ\$5 million.

Despicable Me achieved NZ\$4.2 million. During the six month period, merchandising revenue spend per admission increased by 4.7% despite the negative impact on net revenues resulting from the increased GST rate on 1 October 2010 from 12.5% to 15.0%. This growth was driven by a continued

focussed approach on a number of Candy Bar Combo promotions. During the period the Group expanded the 3D digital footprint to 29 screens, which helped to capitalise on the increased number of titles being released in 3D. In addition during the period the Group commenced capital projects to refurbish four key cinema locations across the

CINEMA EXHIBITION GERMANY

New Zealand circuit.

The normalised profit before interest and income tax expense was \$9,216,000, a decrease of 69.4% on the prior comparable half-year period.

The German circuit suffered from a lack of consistent quality film product, extremely poor weather conditions during December and the negative impact of the Football World Cup on the July 2010 trading month. Box Office in Euros decreased by 16.9% over the very strong prior comparable half-year period. The box office contribution from German produced films also showed a significant decline with only 10% of the box office coming from German product as against 28% in the prior comparable half-year period. The top performing films at the German

Box Office were Harry Potter and the Deathly Hallows: Part 1, Twilight Saga: Eclipse, Inception, Despicable Me and Shrek Forever After.

The average admission price increased by 6.8% over the prior half-year period which was partly attributable to the surcharge for 3D films, with a greater number of sites in Germany now having 3D capacity. The German exhibition circuit currently has 96 screens at 50 sites with 3D capacity.

Merchandising spent per head increased by 8% over the prior half-year period.

The strengthening of the Australian dollar against the Euro continued to have a negative impact on the results from Germany when translated to Australian dollars. The average month end \$A/Euro exchange rate for the half-year to 31 December 2010 was 71.7 cents against 60.4 for the prior comparable half-year period.

#### CINEMA EXHIBITION – UNITED ABAB EMIRATES

The Groups' 49% interest in the Middle East cinema business was sold during the period to joint venture partner the Majid Al Futtaim Group for AED283 million (A\$78,7million). The earnings received for the period prior to the sale were \$1,964,000 and the profit on sale was \$60.318.000

#### **HOSPITALITY & LEISURE** HOTELS

The normalised profit before interest and income tax expense was \$16,940,000, an increase of 10.6% on the prior comparable half-year period.

#### OWNED HOTELS

Occupancy in the Group's owned hotels of 79.3%, with an average rate of some \$134 represented a revpar increase of 6.2% over the prior comparable period.

Corporate Travel rebounded strongly from the Global Financial Crisis lows of the previous year. Volume from the corporate segment has been strong throughout the period, with rate growth emerging towards the end of the first half. The important conference segment is still yet to recover, with results in-line with the prior year.

Domestic leisure travellers continue to be very price sensitive, however this segment has proven to be resilient in most locations, albeit with some softening emerging toward the end of the first half.

The Group continues to focus on maximising Revpar growth via an equal focus on driving average room rate when demand allows. whilst supplementing demand with strong promotional activity when required. The Group's market share continues to improve.

Food and Beverage revenue has grown 23% over the prior comparable period. This is primarily as a result of the new F&B Bar and Restaurant concepts recently opened in Canberra, Melbourne, Cronulla and Cairns,

Higher workers compensation premiums resulted in a slight decline in room's margin. however F&B margin grew strongly off the back of the pleasing revenue growth and good cost control. Earnings were impacted by one-off costs arising from preparations for the launch of the new QT brand on the Gold Coast.

#### MANAGED HOTELS

supply and soft demand.

The management company produced a solid first half result. Income grew by some 16.7%, with a corresponding 19.6% increase in contributions. This was a result of solid trading across the bulk of the managed portfolio, particularly hotels located in the mainland Australian capital cities, which have benefited from the resurgent corporate travel market described above. Fee income was also positively impacted by an expansion of hotels under management during 2010. Unfortunately, the improved trading environment was not experienced in all

locations, with Dubai and Queensland resort areas continuing to be characterised by over

#### **OPERATIONS**

The Group continues to leverage the increasingly powerful combination of www.rydges.com and the Rydges PriorityGUEST program to deal directly with quests and drive increasing revenues into hotels. The program had some 371,000 members at 31 December 2010 (331,000 members at 30 June 2010). Revenue booked via rydges.com increased by 15.8% over the prior comparable half-year period.

#### THREDBO ALPINE RESORT DC Seargeant

The normalised profit before interest and AHL Managing Director income tax expense was \$17,431,000, an increase of 6.8% on the prior comparable half-year period.

Thredbo experienced solid trading despite inconsistent natural snow conditions during the first half of the season, however favorable weather conditions allowed Thredbo to produce a record amount of man-made snow giving very favorable skiing conditions during July and into early August, this was followed by near record snow falls for the remainder of the 2010 ski season. The September result was particularly strong when compared to prior seasons.

#### **LEISUBE/ATTRACTIONS**

The normalised profit before interest and income tax expense was \$1,166,000, a decrease of 6.4% on the prior comparable half-vear period.

#### ENTERTAINMENT **TECHNOLOGY**

The normalised profit before interest and income tax expense was \$510,000, a decrease of 42.6% on the prior comparable half-year period. This was due to the establishment of a new digital production studio.

#### **OTHER**

PROPERTY

The normalised profit before interest and income tax expense was \$2,594,000, a significant increase on the prior comparable half-vear period.

During the half-year period a further 27 contracts for land lots were settled on the subdivision of the former Bass Hill Drive-In site, providing a profit of \$3,998,000 which has been booked as

an individually significant item. A further fair value adjustment of \$2,251,000 was booked as an individually significant item in relation to the Canberra Civic development following finalisation of all outstanding claims on the development.